

Erin Sims

From: Courtney Donowho <cdonowho@vintra.io>
Sent: Monday, May 20, 2019 1:09 PM
To: Erin Sims
Subject: Re: Documentation I owe you

Hey Erin,

Sounds good! Hey I wanted to ask you, I am at a conference called IACP LEIT this week and it looks like your Police Chief, Paul Adams is here. Do you think he would be interested in me inviting him to some events we are sponsoring this week at the conference? I think we are doing a dinner and a top golf night. Let me know if you think he would like to come along with us and some of our other current customers or if that's not really his thing...

Thanks!

Courtney Donowho, Account Executive
951.743.6113 Cell
www.Vintra.io
Courtney@Vintra.io
1530 The Alameda, Suite 205
San Jose, CA 95126

On Mon, May 20, 2019 at 10:03 AM Erin Sims <LPD554@cjis.lincoln.ne.gov> wrote:

Hello Courtney,

Thank you very much for this data (Vintra Justification Overview). This will help our Chief when he discusses it with the newly

elected Mayor. It is my understanding that the City Purchasing Manager wants to put this out for a bid, because it is easier than

his small team trying to locate and compare competitors. If there are no other competitors, and they only get a bid from one

company, then they can justify it as a sole source purchase. I've told Michele and my bosses that I've looked at several 'like' companies, but find none as advanced and none offering a similar package, so on our end we are not expecting any other companies

to bid.

Thanks again, Erin

From: Courtney Donowho [mailto:cdonowho@vintra.io]
Sent: Friday, May 17, 2019 4:02 PM
To: Erin Sims <LPD554@cjis.lincoln.ne.gov>
Subject: Documentation I owe you

Hey Erin,

Here is some documentation that I owe you. I wanted to find out if it would help you to get 3 different Vintra quotes from channel partners, or if you needed 3 different quotes from competitors? With buying from a channel partner, you would have the same pricing.

Call me next week if you get a minute and we can discuss.

Have a great weekend!

Courtney Donowho, Account Executive

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